

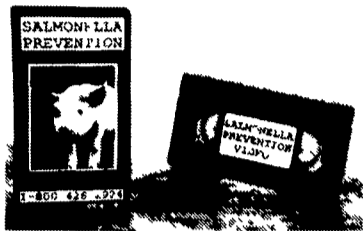
# Business News

## Salmonella Video, Software Premier

WAYNE, N.J. — "Salmonella Prevention," a new video for pork producers from American Cyanamid Company, explores causes, effects and prevention guidelines for this growing disease. Experts estimate that 60 to 70 percent of U.S. swine herds are affected by *Salmonella choleraesuis*, a systemic, bacterial disease that may cause severe respiratory problems, even death. Pigs that survive an outbreak are often stunted and poor-doing. Yearly losses to pork producers are estimated at \$100 million.

In this 7½-minute video, two veterinarians and a top swine producer discuss why the disease occurs, how it works and how to prevent and control it. For a free copy of the new "Salmonella Prevention" video, call toll-free (800) 426-2924.

LifeQuest, a new type of computer software program from American Cyanamid Company, takes pork producers on a simulated tour inside a pig, where salmonella begins.



**"Salmonella Prevention," a new video for pork producers from American Cyanamid Company, explores causes, effects and prevention guidelines for this growing disease.**

As the "Commander" in this educational, interactive and entertaining program, the producer learns about salmonella and computes how much money can be saved by controlling this deadly disease.

Producers who test-drive the program and report their results will receive a premium from Cyanamid. To request a free LifeQuest diskette, call toll-free (800) 426-2924.

## Dekalb Tests Insect-Resistant Corn

DEKALB, Ill. — Dekalb Genetics corporation is conducting field trials this summer for hybrids resistant to damage from the European corn borer (ECB) and a new post-emergence herbicide for corn.

"Dekalb researchers developed the new ECB hybrids by inserting a gene for a natural insecticide into the corn plant cell," said Dr. Tom Rice, senior vice president of research. "The plant produces a

protein which is lethal to the corn borer larva. The gene for the protein comes from a common soil microorganism, *Bacillus thuringiensis*, used by home gardeners for 30 years to fight caterpillars."

Nearly all corn acres are susceptible to ECB though only a fraction of those acres are actually treated every year, said Rice. Damage ranges from undetectable levels to major losses of up to \$500 million per year.

## Local Pork Producer Named Contest Runner-Up

EXTON (Chester Co.) — Elizabethtown pork producer H.G. Stauffer was recently named runner-up in the RespiSure® Success Stories Contest sponsored by SmithKline Beecham Animal Health.

Stauffer's short essay on how RespiSure® mycoplasma pneumonia vaccine helps him prevent respiratory disease and increase profits in his hog operation was among nine runner-ups chosen from essays submitted by producers from across the country. Each runner-up received a \$100 cash prize.

"RespiSure is a leading vaccine in the battle against mycoplasma pneumonia, a primary cause of chronic pneumonia in the United States," said Jim Alvare, Territory Manager for SmithKline Beecham.

By sponsoring the RespiSure Success Stories Contest, SmithKline Beecham hopes to stimulate

discussion about the effects of respiratory diseases and how pork producers can reduce the econom-

ic impact of those diseases through sound herd health and management.

## Equine Art Auction

QUENTIN (Lebanon Co.) — The Pennsylvania Arabian Horse Association in conjunction with the 35th Annual Eastern Arabian Horse Show/East Coast championships, August 5-7 at the Quentin Riding Club, has announced the first Equine Art Auction to benefit The Four Diamonds Fund at the Hershey Medical Center.

The auction will feature original paintings, limited edition signed and number prints, sketches, and other items. Works by nationally known artists Michelle Spalding, Pam Talley Stoneburner, Shari Akers, among others, will be featured.



Kevin S. Fuess



Stephen H. Hoefler



Robert D. Sears

## Agway Names Vice Presidents

SYRACUSE, N.Y. — Agway's board of directors elected three new vice presidents at its board meeting recently.

Kevin S. Fuess is vice president, risk and environmental quality, responsible for the risk management and environmental quality areas of Agway. He has been director of risk and environmental quality since 1988. A native of central New York and a graduate of Clarkson University, Fuess joined Agway Petroleum Corporation in 1972 where he served in a number of management positions. He attended the Graduate Institute of Cooperative Leadership at the university of Missouri and participated in marketing and financial management

studies at Columbia University.

Stephen H. Hoefler is vice president of public affairs. A native of Syracuse and graduate of St. John Fisher College in Rochester, N.Y., Hoefler holds a master's degree in public administration from the Maxwell School at Syracuse University. He joined Agway in 1984 as director of public affairs and government relations. Hoefler is active in many national and state organizations. He is chairman of the Empire State Council of Agricultural Organizations and chairman of the Government Affairs Council of the Business Council of New York State. He serves on the government affairs and Environmental Policy Committees of the National Council of Farmer Cooperatives and the Food and

Agriculture Committee of the U.S. Chamber of Commerce.

Robert D. Sears is vice president, member relations, responsible for membership activities and security sales of the farm supply cooperative. A native of central New York, he was graduated from Cornell University and joined Agway as a management trainee in 1962. He held a number of management positions, including director of feed services and director of business development for the food group at Agway before becoming director of member relations in 1992. He serves as vice president of the board of directors of the Northeast Cooperative Council and is on the Education Committee of the National Council of Farmer Cooperatives.

## Barn Cleaners, Chain Built For Long Haul

FORT ATKINSON, Wis. — For powerful, strong, and long-lasting barn cleaners and chain, farmers look to Van Dale, a manufacturer of farmstead equipment.

Van Dale manufactures three barn cleaner models to suit individual needs. The Model 300 is its most affordable design, yet offers the power required to pull up to 330 feet of chain. Just as important, the Model 300 is also fast. It will clean up to 20-feet-per-minute with a flat-link chain, and up to 25-feet-per-minute with Hook-Link™ chain. The Model 300's easy pulling drive is available with 2 to 3 H.P. motor to match chain length.

Van Dale's Model 500 and

Model 750 barn cleaners have added power and strength. The Model 500 is equipped with a spur gear drive unit that features 35,000 P.S.I. minimum-strength cast iron gears and AISI 1045 steel pinions. It can handle up to 350 feet of chain with 3 H.P., and 550 feet of chain with 5 H.P. The Model 750's ductile cast iron main gears are rated at 100,000 P.S.I. minimum tensile strength. The Model 750 handles up to 700 feet of chain with a 7½ H.P. motor for cleaning really long barns.

For more information about Van Dale Model 300, 500 or 750 barn cleaners, or about Van Dale



**For powerful, strong, and long-lasting barn cleaners and chain, farmers look to Van Dale, a manufacturer of farmstead equipment.**

Hook-Link or Flat-Link chains, please contact Dean Hanke, Van Dale, 801 Janesville Avenue, Fort Atkinson, WI 53538, (414) 563-5521.

## Tri-State Breeder Names Manager

MORGANTOWN (Berks Co.) — Dwight Stoltzfus, Morgantown, has been named a district sales manager with Tri-State Breeders, Baraboo and Westby, Wis.

Stoltzfus will cover eastern Pennsylvania and be responsible for direct service semen sales and semen delivery as well as providing A.I. supplies and advice about sires.

Stoltzfus is a graduate of Pennsylvania State University, where he received a bachelor's degree in agricultural business and journalism. While in college, he was chairperson of the Penn State Nittany Lion Fall Classic and co-editor of the Penn State Dairyman. He also served as a finalist for the Pennsylvania Holstein Association Distinguished Junior Member and is publicity chairperson for the 1995 National Junior Holstein Convention.

During college, he held an internship with the Farmshine

newspaper and the Pennsylvania Beef Council.

Stoltzfus was raised on his family's dairy operation in Morgantown, where he assisted in all facets of the dairy operation.



Dwight Stoltzfus